

183

THE YOUTH'S REALM

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March 1903

FOR
ALL
WHO ARE
YOUTHFUL
* EITHER IN *
— AGE —
OR
SPIRIT

THE 50th. EDITION

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THE YOUTH'S REALM

A MONTHLY MAGAZINE OF WHOLESOME LITERATURE
FOR YOUNG AND OLD

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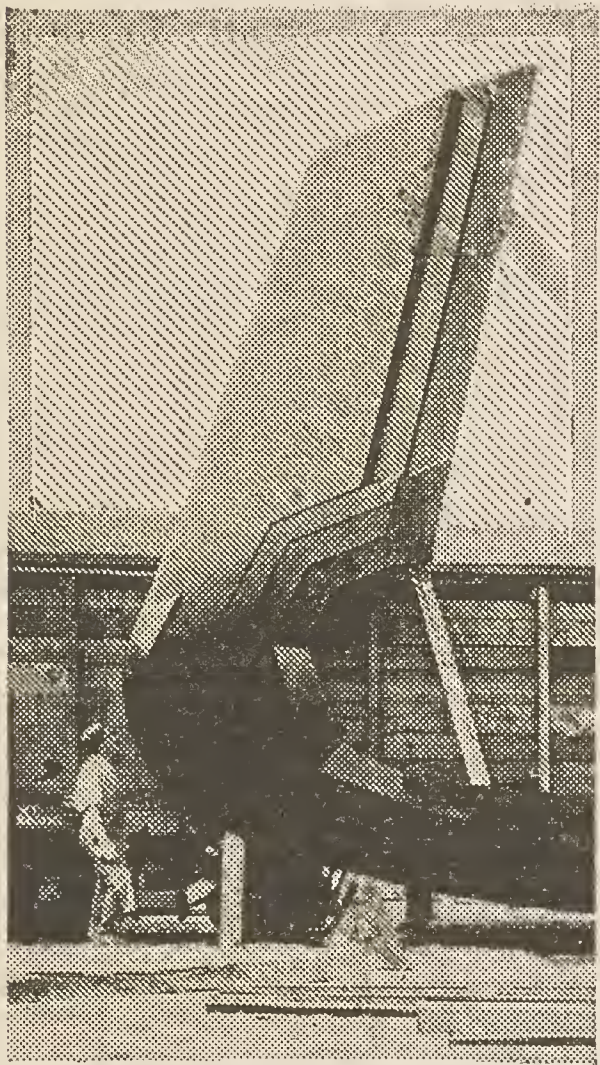
BOSTON, MASS., MARCH, 1903

NO. 3.

Uncle Sam's New Navy

SINCE Uncle Sam woke up and began to build a new navy he has spent \$160,000,000 and provided for the expenditure of nearly \$90,000,000 more for the construction of modern warships. And the end is not yet. The last naval appropriation bill authorized six more ships, the finest in their class. They will cost about \$18,000,000. Each succeeding congress will doubtless do as much, if not more, until the United States navy shall be strong enough to hold its own against any that sails the seas.

The last bill provided for two battleships, two protected cruisers of great



WOODEN PATTERN FOR STEM OF BATTLESHIPS.

speed and power and two gunboats. Recent developments, however, make it probable that battleships will be built instead of protected cruisers, and in that case four of the most powerful war vessels ever constructed will be added to the fleet.

Construction has already begun on the two battleships, and they are the mightiest war vessels ever designed. Their great size of 16,000 tons displacement will make them the peers of the largest battleships in the world, while their offensive power will give them a superiority over the most powerful

What Is Being Done to
Increase Our Strength
on the Sea :: :: ::

ships in any other navy.

The fact that these two ships can be built without in any way overtaxing American manufacturing resources attests the recent development of shipbuilding plants in the United States. One of the battleships, the Connecticut, is to be constructed by the government at the New York navy yard. The actual work may be considered as having been begun a few weeks ago, when the order for the hull material, excepting the armor, was placed. The acceptance of the bid of the Newport News Shipbuilding and Dry Dock company to furnish, exclusive of armor and armament, the Louisiana, a sister ship, for \$3,990,000 inaugurated the work on that vessel.

Besides these latest additions to our navy five other splendid battleships are being built. They are the Georgia, New Jersey, Rhode Island, Nebraska and Virginia and until the new ships were designed were considered to be without superiors. They are enormous in size, only equaled abroad by three vessels recently designed for Great Britain. They are 435 feet long, with a displacement of 15,000 tons. It is conceded by foreign critics that in the main essentials they are unsurpassed by European ships.

The increase of the United States navy during the last few years and the distribution of the contracts among the principal private shipbuilding plants are mainly responsible for their present efficient equipment. Although the commercial tonnage now building in this country is greater than ever before, it was comparatively insignificant previous to the war with Spain.

When the first contract for an American built warship was taken by John Roach, the ship steel required was not

produced in the United States. It was necessary to import much of it from abroad. But the demand soon created a domestic supply, with the result that the United States now produces all the material required.

A few years ago, when the battleships Indiana, Massachusetts and Oregon were being built, the heavy material had to be handled mainly by sheer muscle, as did most of the riveting and other work of assembling.

For several years past the riveting has been done by pneumatic hammers, and quite recently electric traveling cranes have been introduced between each pair of slips. These cranes, with their long arms extending on each side over the ships, enable the material to

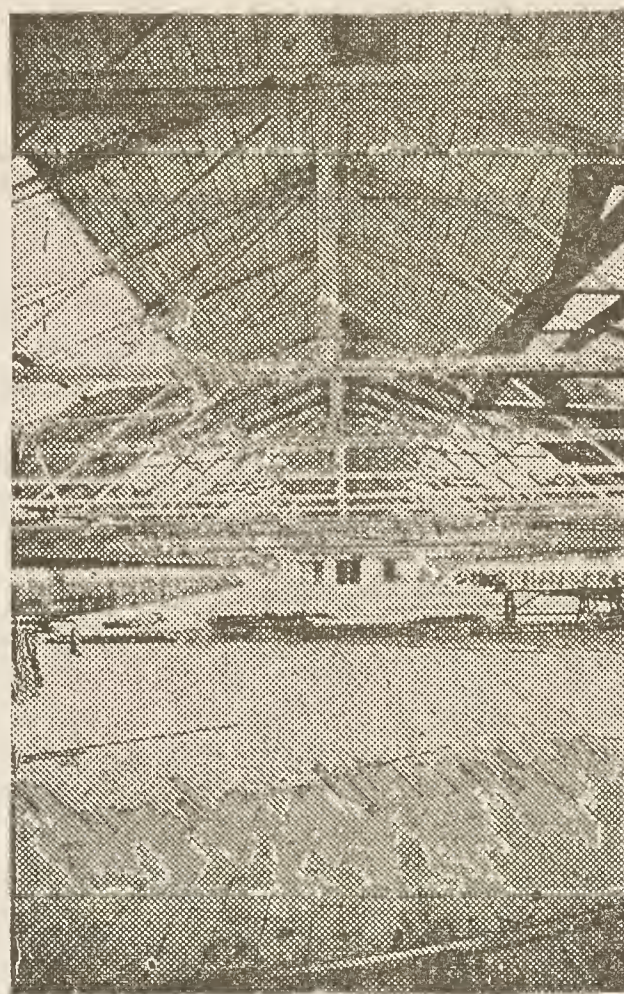
be transported from the machine shops or the cars direct to the spot on the ship where it is to be assembled.

A visit to a modern steel shipbuilding plant would be a revelation to those familiar only with methods in vogue a few years ago.

One of the most interesting features is the handling of the inch thick steel plates which form the "skin" of the new battleships and which in the course of treatment are cut, punched and planed as deftly as one might cut up cards with a pair of scissors. The massive machines—shears, punches, benders and rolls—required in this work are electrically driven, each with its independent motor, so that there is not a quarter part of the apparent confusion of many a smaller shop in which shafting is employed, and all the pulleys must be continuously driven, though not more than one or two machines perhaps are actually in use at a time.

The heavy forgings, some of which weigh twenty tons and measure twenty inches in diameter and nearly as many feet in length, are handled with the greatest ease. These masses of steel are pounded by huge steam hammers capable of striking a blow of 250 foot tons many times a minute.

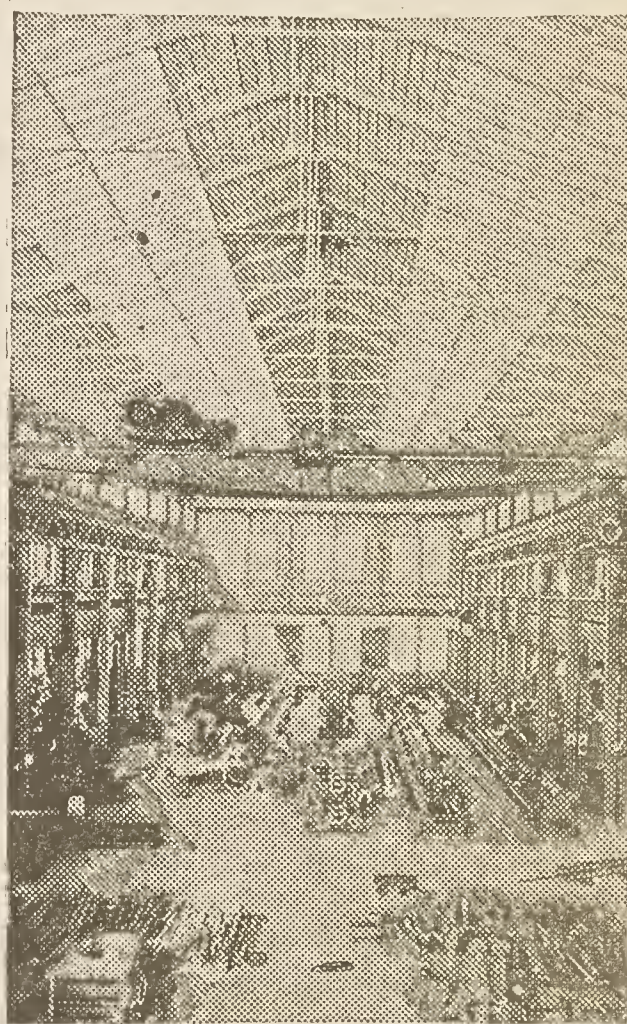
These big forgings form the shafts of the warships. After being hammered into the proper thickness they



THE MODEL LOFT.

are turned in a lathe and then bored out. This operation takes days to perform.

At one of the big plants on the Atlantic coast there has recently been installed what is perhaps the very latest idea in shipbuilding. It is a permanent structure for mounting cranes. A large steel skeleton has been reared, under which two battleships and two cruisers can be constructed at once. Ten electric cranes mounted on this structure move along at the rate of 500 feet a minute. They are so arranged that



MACHINE SHOP SHOWING TRAVELING ELECTRIC CRANE.

two can be worked together and so lift ten tons, or double what one could handle alone.

Another interesting department is the model room. This is a great glass roofed apartment perhaps half an acre in extent, with a perfectly smooth floor. Here the draftsmen move about in felt soled shoes, handling 50 and 75 foot flexible rules. A seeming maze of lines crossing in apparently endless confusion marks the exact size and shape of every piece of steel that goes into the hull of the ship.

There are now six great shipbuilding plants on the Atlantic coast and two on the Pacific fully equipped for building ships of steel of any desired size. They can compete with the British yards except in the matter of price. Owing to the higher rate of wages paid American workmen, it is said, the cost of constructing a ship in this country is still 25 per cent higher than in England.

Some big merchant ships have also been turned out in American yards. One of the Atlantic coast yards has recently launched two ships for the Pacific Mail line. They each have a length of 576 feet and a tonnage of 18,000. Another yard is building two vessels for the Great Northern railway's transpacific route which in point of tonnage overtop even the Cedric, the latest addition to the White Star fleet. These vessels will have a displacement of 33,000 tons and a capacity, besides passenger accommodations, for 18,000 tons of freight.

Besides the private shipbuilding plants, Uncle Sam can build ships in his own navy yards, so that lack of facilities need not delay the building of the new United States navy.

WHEN AMY RAN AWAY

When Amy was a little girl, ever so much smaller than she is now, she had the very bad habit of running away from home.

Of course this put mamma to a great deal of worry and trouble. As soon as she missed the child she would fly from room to room, out to the stable and up and down the street, calling loudly, "Amy, Amy, Amy Brooks!"

Then Bobby Shafto, the parrot, all green and gold and red and blue, rocking on his perch in the nursery corner, would take up the call—"Amy, Amy, Amy Brooks!"—till between Bobby's clatter and her own distress mamma was almost distracted.

But when Amy was at last found mamma would lead her quietly to the nursery, away from the beautiful grass and birds and sunshine, take off her pretty clothes, wash the soiled hands and face, put on the white ruffled nightie and lay her in the little bed. She never scolded Amy, not a word, but just left her alone to think over her naughtiness all by herself.

But Bobby Shafto didn't approve of these mild measures. He thought Amy needed a good hard scolding, so he made up his mind to give it to her.

"Amy, Amy, Amy Brooks!" he would cry. He peered all about the room, making believe he didn't see the girlie in the crib.

Suddenly he would fix his eyes upon her and scream out loud and shrill: "Oh, here she is! Here she is!" After that he would stand solemnly blinking at her till Amy grew very tired of his big bright eyes.

Then all at once he would burst into the very worst scolding he knew anything about, speaking every word with a slow, distinct jerk.

"Do—you—see—this—whip? Now—will—you—be—a—good—boy?" he said.

Whether it was due to Bobby Shafto's scolding I cannot say, but pretty soon Amy would begin to be a little bit sorry, and then she would grow a little more sorry and then more sorry still, till at last she would sit up in bed and call mamma in a very choky voice.

How glad mamma always was to go to her little girl, cuddle her close and listen to the whispered words:

"I'm sorry, mamma, and I won't run away again, never, never, never!"

At last she grew old and wise enough to keep the promise, and Bobby Shafto forgot his little speech, because he had no more reason for scolding Amy.

And Papa Brooks woke up to the fact that Amy had grown to be not only a big but a very good girl, and then he bought her a bicycle.

It did not take the active child long to learn to ride it. Soon she was flying over the smooth roads as lightly as a bird skims through the air.

And then—and then all at once Amy ran away with her wheel, or perhaps it would be better to say that the wheel ran away with Amy. Down Walnut hill it took her, faster and faster, till where the road turns at the bottom of the hill over went she and the wheel together, striking on the sharp stones.

By the greatest good chance papa was passing with a pony cart. He picked her up in his strong arms, carried her home, laid her on the nursery bed and sent for Dr. Roberts.

The good doctor examined her very gently and found that two bones in her leg were broken just above the ankle.

Amy was a very brave child, but she had to cry and cry hard while he set

the broken bones back into place and adjusted the awkward splint.

No one thought of Bobby Shafto, green and gold and red and blue, sitting on his perch in the corner, watching them with eyes so curious he almost stared them out of his head. He was quiet because he was so busy thinking.

"What does all this mean?" said Bobby Shafto to himself. "Here's Amy crying with might and main. Here's Amy undressed and put to bed in the middle of the day. What does it all mean? Ha, ha! I know! Bobby Shafto knows! They can't fool Bobby Shafto! Amy's been running away again! That's what's the matter! Amy's been running away again! Ha, ha, ha!"

Then he ruffled up his feathers and went on thinking. And, oh, how angry he grew!

"And here's Mamma Brooks kissing and petting the bad, bad child instead of giving her the scolding she deserves."

All this thought Bobby Shafto till he couldn't stand it one minute longer. He gave two or three shrill cries to attract attention, and then, loud and clear, began the old scolding:

"Amy, Amy, Amy Brooks! Oh, here you are! Do—you—see—this—whip? Now—will—you—be—a—good—boy?"

Amy stopped crying and began to laugh.

"Oh, papa, Bobby Shafto thinks I've been running away!" she said.

"Well, haven't you?" answered papa, laughing too.

And then they all laughed together, Amy and papa and doctor and mamma.

And with that the bones began to mend, and they mended and mended, till at last they were as good as new.—Emily J. Langley in Youth's Companion.

Keeps His Promises.

A quaint story is told of little Prince Eddie of Wales. A lady who was sitting in the room with him referred to him as "a very promising boy." Prince Eddie, who did not understand the expression and what it meant, looked up from his play and exclaimed, "But I never make a promise unless I am sure I can keep it—indeed I never do!"

TELEPHONIC NOVELTIES.

Some Odd Uses to Which the Instrument Is Put.

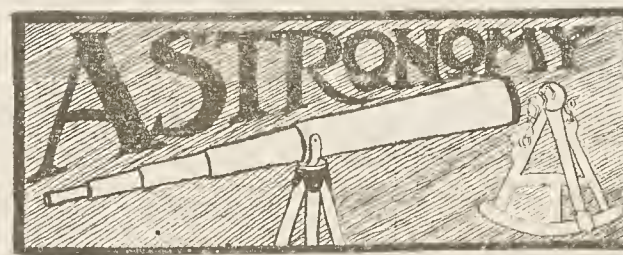
Novel uses for electricity are innumerable. In the telephonic world busy brains are almost daily devising some new method of increasing the comforts and conveniences of civilization by means of the electrical wire. The latest, says a writer in the Louisville Courier-Journal, is a boon and a blessing to the man who requires calling in the morning.

A telephone company of Louisville has arranged to install in bedrooms an electric alarm guaranteed to awaken any person not sleeping his last sleep at any hour arranged with the company. "Central" makes the calls, ringing all the bells that are scheduled to be sprung at a given hour by the simply setting of a switch which connects the wire with all the rooms whose occupants require to be aroused by that particular time. It is simply impossible for the client of the telephone company to overlook the fact that his call bell is ringing, for the bell continues to shatter the silence until the sleeper awakens, rolls out of bed and stops its voice by turning off the current.

Another novel method of using the telephone was utilized by a Cleveland minister to enable the thunders of his eloquence to penetrate to the rooms of bedridden parishioners. Transmitters were placed at a point in the church where the pastor's voice vibrated with

sufficient force to be carried to a distance, and, with the receivers at their ears, the members of his flock who could not attend church listened to the soothing words of their shepherd, and were as much charmed by the singing of the choir and the solemn notes of the organ as though they were sitting in their pews at church.

The idea of establishing a telephonic "newspaper" originated in Vienna, where several thousand clients subscribed to a central agency which undertook to convey to them each day by wire an epitomized version of the news of the day, including the coming events and the latest quotations of the markets. This novelty is not unknown in this country, for farmers in sparsely settled districts of some parts of the west learn of the daily doings of the world entirely by telephone, paying a fixed price for information, vocally delivered, regarding the occurrences of the previous hour.



Since the discovery of the periodicity of sun spots a large place in scientific literature has been occupied by articles tending to establish some connection between this and variable terrestrial phenomena, says a writer in the Monthly Weather Review. It is natural that it should be inferred that any considerable change in the sun must bring about numerous direct or indirect consequences upon the earth, but one who has given the subject no attention will be startled to find that the following list contains but a portion of the terrestrial phenomena asserted, on more or less authority, to be influenced by the sun spot cycle: Magnetic and electrical conditions, including the aurora borealis; air temperature, barometric pressure, humidity, the winds, cloudiness, rainfall, depth and quantity of discharge of rivers, retreat and advance of glaciers, number of shipwrecks, bank failures and commercial crises, the crops, prices of grain, famines, wars and even flights of butterflies.

It would probably be easier to show that the number of articles concerning sun spots in scientific periodicals has an eleven year period than to prove all the above mentioned relations to the general satisfaction. The question before us is this: Through what physical connection is the presence of sun spots associated with variations in terrestrial magnetism and with meteorology?

Almost without exception writers on this subject who have ventured an opinion have attributed these meteorological changes to alterations in the amount of the solar radiation. There seems to be a preponderance of suggestion that the sun radiates more at sun spot maximum, although there are not wanting many who hold precisely the contrary opinion.

Spontaneous Combustion.

The size of a heap of coal has an important influence on the liability to spontaneous combustion. The experiments of Mr. Fayol showed that under certain circumstances coal never took fire by exposure to the air when the heaps were less than six feet high, no matter what the lateral dimensions of the heap might be. Coal always absorbs oxygen from the air and always generates heat in consequence of the combination of the oxygen with the carbonaceous contents of the coal. The rise of temperature, however, which accompanies this process is dependent on the rate at which the oxygen is ab-

sorbed on the one hand and on the rate at which heat escapes on the other. Both of these factors may be greatly influenced by comparatively trifling variations in the conditions.

Microbes on Wine Corks.

M. Pottiez, the distinguished French bacteriologist, has just found that the corks of long bottled wine are full of microscopic spiders, a species of tyroglyphus, a repugnant mite which feeds on detritus. Other microbes were also found in large numbers in old corks. Lovers of old wines must take care that bottles are not only tightly closed, but with good corks.

THE GOOD LITTLE BEAR.

How Polly at Grandma's Suggestion Made the Whole Family Happy.

"I feel as cross as a bear!" said Polly as she came in from school.

"Then you have a good chance to make the family happy," and grandma smiled.

"Your mother has a headache, the baby wants to be amused and little brother is fretful. A cross bear will make him cry, and then the baby will cry, too, and that will make your mother's headache worse, and"—

"Why, grandma, what do you mean?" interrupted Polly.

"Oh, I haven't finished what I want to say. That is what a cross bear will do, but a good natured bear can make Jamie laugh, and then perhaps Jamie will make the baby laugh, and if your mother hears them perhaps her head won't ache so badly, and if she grows better it will surely make papa smile when he comes home, and if papa smiles I shall be happy too."

"All right," said Polly. "You'll see what a good natured bear can do."

She went into the nursery and capered so comically that Jamie laughed with delight. Then she took his hand, and they danced back and forth before the baby, sitting in her high chair, and Jamie's laugh was soon echoed by little May.

Mother heard the happy little voices through the closed door and said to grandma, "It is better than medicine to hear those dear children."

"That is what I told Polly," replied grandma.

At the tea table papa said, "It is such a comfort to find mamma's headache is really better," and he smiled at Polly, while grandma beamed at both of them as she poured the tea.

"It's like a 'Mother Goose' story," said Polly. "The bear began to please the little brother, the little brother began to amuse the baby, the baby began to cure the mother, the mother began to comfort the father, the father began to cheer the grandma, the grandma—she began it all!" and Polly stopped for want of breath.—Youth's Companion.

Killing Ants With Cannon.

Artillery charged with grapeshot has been employed to destroy great fortresses which the termites, or warrior ants, have made in many tropical countries.

In South Africa the termites work enormous havoc. They live in a republic of their own, and some of them have wings. The workmen, the soldiers and the queens, however, have none.

The workmen construct their buildings, the soldiers defend the colony and keep order and the females, or queens, are cared for by all the others. These become, in point of fact, mere egg laying machines which have to remain tied to one spot.

Their nesting homes are often twenty feet high and pyramidal in shape. Cattle climb upon them without crushing them. A dozen men can find shelter in some of their chambers, and native hunters often lie in wait inside

them when out after wild animals.

The ants construct galleries which are as wide as the bore of a large cannon and which run three or four feet underground.

The nests are said to be 500 times as high as the ant's body, and it has been estimated that if we built our houses on the same scale they would be four times as high as the pyramids of Egypt.

Game of Little Words.

While one leaves the room the others agree upon a word, as "the," "you," "yes" or "no," or any of the small words that do not contain more than four letters. When the person is readmitted he or she asks a question of each one, and the chosen word must be given by all in their answers. Suppose the word "and" is selected, and the question should be this:

"Do you think we shall have snow today?"

"I hope so, for I long to see it snow, and I am very fond of snowballs."

Then to the next one she might say: "You are fond of snowballs also?"

"Yes, when there is a large party of us, and they are all very merry."

The questioner will notice that there are three little words in the last answers, "and," "of" and "very," that are in the first; therefore, in the next answer she must remember which of these three words are repeated again; so in this manner she will soon be able to find the right word. But if unable to guess it she must leave the room again while another is chosen.

The player by means of whose answer the word is guessed must be the next to withdraw, while the others fix upon a word to be guessed as before.

Whose Hands Are the Prettiest?

Three little girls were disputing together as to which one had the most beautiful hands. Each one declared, "Mine are the prettiest!" While they were discussing a poor beggar woman came along soliciting alms. Two of the girls turned away from her, but the third slipped her hand into her pocket, drew out a nickel and gave it to the needy woman. Whose hands were the prettiest?

Little Elsie's Comment.

Elsie, who is the youngest of the family, was entertaining me the other day. During the conversation she said, "All the folks who come to our house are so much older than I am." Giving a little sigh she continued, "There seems to be awfully few people seven years old nowadays."—Hartford Post.

Baby's Skies.

Would you know the baby's skies?
Baby's skies are mother's eyes.
Mother's eyes and smile together
Make the baby's pleasant weather.

Mother, keep your eyes from tears;
Keep your heart from foolish fears;
Keep your lips from dull complaining
Lest the baby think it raining.

THE OBSTINATE FLAME.

How and Why You May Blow Out a Candle Backward.

Hold a lighted candle eight or ten inches from your face and blow gently at the flame. Of course the flame will bend over away from you as if it were trying to leave the wick. Blow harder, and the flame will go out. That is to say it will leave the wick and disappear entirely.

Now, let us think about that a little. When you kindle a fire in the grate, the more draft you give it the better it burns. Blow on it, and you will see, or get a pair of old fashioned bellows, such as your grandmother used, and the harder you work them the more quickly the wood ignites and the higher leaps the flame.

Why does this blowing on the fire make it burn better? Simply because

you give it more oxygen, and oxygen is what fire lives on.

But in the case of the candle, when you blow hard on it the flame instead of burning more brightly goes out altogether. Do you see the reason? Perhaps this is it. The flame depends upon a sufficient amount of heat to make the oxygen ignite, and a sudden or hard blowing of the breath on it drives the heat away, so that there is not enough left to support combustion.

But there is a way to blow on the candle when within a few inches of your face without blowing it out. Indeed you can make the flame incline



AS YOU BLOW ON THE CARD.

toward you instead of away from you. You think of course that there is a trick in this, and you are right. That is why we are telling you about it, so that you may puzzle some of your friends.

Take a piece of wire about ten inches in length and bend it at right angles in the middle. Twist one end of it into a ring that will fit over the candle and bend the other end into a downward loop that may be squeezed together as a clamp. Into this clamp put a piece of cardboard about six inches in diameter and then slip the ring over the candle. If you have adjusted them right, the cardboard will be exactly between your mouth and the flame when you hold the candle up before your face.

Now blow on the cardboard as hard as you can, but you cannot blow the candle out; on the contrary, the flame will incline toward you, just as if some one were blowing it in that direction. The reason is that the air you blow on the cardboard rebounds and carries with it some of the air around the flame, and this of course brings the flame toward the board.



Until very recently most amateurs began their experiences in printing by the use of a printing out paper, but at present bromide and gaslight papers have reached such a high degree of perfection and are so entirely independent of time and weather that they are being extensively used for amateur purposes. One of the principal causes for this change is the fact that bromide papers can be printed and developed in the evening, a decided advantage for the busy amateur. But the argument so frequently advanced that bromide printing is simpler than other processes for the beginner is open to reasonable doubt, says a writer in the Brooklyn Eagle. It probably requires as much skill to develop a bromide print as it does to tone a silver print, assuming that the best possible results are ob-

tained by both processes. In other words, there are as many factors which require attention in the developer as there are in the toning bath.

In bromide printing the length of exposure depends upon the strength of the light, the distance of the printing frame from the light, the concentration of the developer and the density of the negative. This last quality is a difficult one to accurately judge, as the color of the image has such a marked influence upon the exposure. The experienced photographer makes a high percentage of correct exposures, but the beginner generally wastes a large percentage of his paper owing to over or under exposure. With the printing out papers the depth to which the printing must be carried depends upon the tone desired and the density of the negative, as a print from a thin negative tones out more than a print from a dense negative. Any one can obtain prints of a certain sort, but to insure good results in all cases requires experience in judging variable qualities.

In view of these conditions there are strong reasons for placing the platinum ahead of both bromide and silver papers as regards simplicity. In fact, platinum is one of the simplest printing papers known—the blue print excepted, of course—and one which is productive of the highest artistic results. To be sure, platinum paper must be kept dry, but that does not require a very high degree of skill. Outside of keeping the paper dry, platinum printing is no more difficult than silver printing and is a great deal quicker.

The development is performed very rapidly and in a fairly strong light—that is, weak daylight. Slight changes in the composition of the developer or its temperature do not change the results to any appreciable extent, as would be the case with a toning bath or a developer for bromide paper. The fixing of platinum prints is simplicity itself. The prints are put through three acid baths, which are alike and composed of a little hydrochloric acid and water. There is no washing between development and fixing, as is the case with most other processes. Any one who can understand simple directions cannot well go astray in these operations.

Lighting the Stars.

Mabel Greene, a Brooklyn five-year-old, one evening stood at a window of her home with her pretty face flattened against the pane intently watching a slowly gathering storm. Darker grew the low hanging clouds, but Mabel showed no signs of fear. Instead her features were animated and she appeared to be absorbed in the scene. Even when a violent clap of thunder seemed to rend the heavens and forked lightning flashed the child was unmoved. At last, tiring of the sight, Mabel turned to her mother sitting near. "Mamma," she said, "I think Dad is getting ready to light his stars."

"Why, darling?"

"'Cause he's scratchin' matches on the sky."

Went Too Far.

He had a bundle of papers under his arm and was standing near a railway station weeping.

"What is the matter, my boy?" said a pleasant faced gentleman.

"If I go home without selling my papers, me father and mother will beat the life out of me."

"That's bad."

"Yes, sir; but the worst of it is I am an only orphan."

"Yes," replied the philanthropist, allowing a coin to drop back into his pocket, "it doesn't often happen that a boy has such bad luck."—Chums.

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FREE—50 VARIETIES Genuine Postage Stamps for the names of 2 collectors and 2c postage. Stamps on approval, 50 percent commission. Agents wanted. WM. H. HUSH, Sta. J. Baltimore, Md.

FREE—A nice set of stamps to every applicant for my Approval Sheets at 50 p. c. commission. Send name of one other collector. LEROY HETHERINGTON, Kankakee, Ill.

FREE: 50 varieties Foreign Stamps for all sending for our Approval Sheets at 50 per cent. discount.

St. Cloud Stamp Company

518 9th Ave., So., St. Cloud, Minn.

TEN CENTS and 2c for postage buys 105 varieties Foreign Stamps, 1 packet Hinges, 1 Pocket Stamp Album holding 500 stamps and 8 varieties of unused stamps. SPRINGFIELD STAMP CO., 68 Wilbraham Ave., Springfield, Mass.

446 Tremont Street, BOSTON, MASS.

would be, while one on the tongue would be more painful still.

Deep wounds are not painful, as a rule, save as regards the surface injury. Of pains not caused by external injuries neuralgia of the fifth nerve, the one which supplies the skin of the head and face, is the most intense. It has frequently driven people mad for the time being, and sufferers have been known to cut and even burn the flesh in desperate attempts to relieve it. The rupture of the branches of the dental nerve in tooth drawing also causes agony so intense that it has been stated that no human being could endure it for more than two seconds at a time.



A Leeds commercial traveler seems to have solved the hitherto insoluble problem of providing a dry seat in wet weather. He has adopted the principle of the roller topped desk. When the cover is on, the ordinary electric car suggests a double decked railway saloon. When it is off, the vehicle resumes its usual aspect, with the addition of the light circular girders which sustain the roller covering in position. To remove the roller covering all that is necessary to be done is to release it and allow it to descend into the case-ment provided for it at the sides of the car. This it does in three sections on each side, first the windows—for win-dows are provided—and then succes-sively the other two sections, the case-ment accommodating them side by side. The roller covering is sand-wiched with india rubber and thus made not only waterproof, but also electric proof.

Mountain Climber Lost His Nerve.

Those who climb mountains for the first time sometimes find the awful heights and dizzy depths too much for their nerves and collapse. Such was the experience of Horace N. Seaver, who found himself unable to make the descent of Mount Wilson, Colorado, after having reached the summit, more than 14,000 feet above sea level.

Mr. Seaver is a graduate of a noted university, a student of geology and botany and a lover of the sublime in nature. Mr. Seaver started up the trail astride a burro. For the first five or six miles of the ascent his love of the picturesque and the scientific was abundantly requited. The trail began to narrow and wind its tortuous way about the sheer wall of mountain, and beneath yawned canyons, gaping like pits of death.

It was here that Seaver began to experience that strange phenomenon of the mind which frequently lays hold upon those who stand on the dizzy precipices, impelling them to fling themselves into the depths beneath. Pursued by this terrible desire, reeling with dizziness at the depths which opened at his side and trembling in every limb, Seaver clutched his saddle-bows. With face averted from the chasms, he clung with might and main to the burro and was carried the two remaining miles into camp by the sure footed beast, suffering the while all the mental torture and agonies of which an imaginative mind is capable.

Even on the pleasant plateau, with its white tents and their cheerful occupants, Seaver's composure failed to return. Every view tended to intensify the strain upon his overwrought nerves. By the next afternoon his condition had become so serious that he knew that it would be physically im-possible for him to undertake the downward journey alone.

It was while confronted with these conditions, yet realizing that the de-scent was inevitable sooner or later, that Seaver hit upon the most novel of recorded plans for escaping the dread-ed danger while in transit. Word was sent to the foot of the trail and a tele-phone message forwarded to Pasadena summoning Dr. Charles Lockwood to the mountain top and requesting him to bring the necessary help to carry a man down to its base.

Dr. Lockwood and three assistants started up the Wilson trail upon bur-ro, packing upon one beast a litter such as is used by the Red Cross am-bulance corps.

After a brief talk with Seaver, Dr. Lockwood administered to him a suffi-



SEAEVER WAS CARRIED DOWN THE TRAIL. cient dose of ether to render him par-tially unconscious. He was taken by the arm and quickly led out of camp, but by the time he had reached the lit-ter the drug had taken effect, and he collapsed. His limp form was placed upon the stretcher, and, with a strong man holding the handles at either end, he was carried down the first two miles of the trail.

After that part of the way which had made such an impression upon Seaver's mind had been passed he was allowed to come out from under the influence of the anæsthetic. The drug seemed to have quieted his nerves, and he was able to sit up and soon to walk. With a man on either side of him, he walked down the remaining miles of the trail.

Encouragement For Boys.

It very often happens that a boy has to be busy with work of some kind when he really wants to read and be-come educated. Now, this desire for education is a splendid thing in a boy. Indeed, there is nothing in the world that is any better. But it often hap-pens that a boy is prevented by cir-cumstances from doing that which would seem to be the best thing for him.

Here is a word of encouragement to such boys. Read all you can in the best papers and magazines. Pick up scraps of information about people and things and make them your own, so that you will remember them. Some day your knowledge, picked up little by little,

GOOD THINGS CHEAP

ALL POSTPAID.

100 Different Stamps	..09
200 Different Stamps	..22
300 Different Stamps	..38
400 Different Stamps	..85
500 Different Stamps	1.20
1000 Different Stamps mounted	3.50
1500 Different Stamps mounted	9.20

HERE IS A SNAP.

50 Different Stamps mounted on sheets to cat. 1c. to 5c. 20 different sheets. Price per sheet, 25c.

H. H. GOWAN.

19 Metcalf St., Toronto, Canada.

THE ANTIPODES

20 var. of Australia	..15
50 var. Australia and adj. islands	..40
30 var. Belgium	..12
50 var. British Colonies	..25
200 var. Foreign	..20
500 var. Foreign	..65
1000 var. Foreign	..\$3.00
200 var. U. S.	..50
1000 well-mixed U. S. or Foreign	..13

WESTERN STAMP CO.,

708 N. Y. Life Bldg., Omaha, Neb.

FREE!

A packet containing Canada Law, Cuba, old, Costa Rica, Jamaica, Emp. Ottoman, etc., to all applicants sending for my 50 per cent. sheets and guaranteeing a return within ten days and enclosing a 2c stamp.

A FEW BARGAINS:

*2 Dom. Rep. Commemorative 1902	..08
8 Roumania 1894	..04
4 Norway, 25, 35, 50, 60 ore	..04
5 Dutch Indies, 1883	..04
4 Canada Law, fine	..05
Canada, 1896, 50c., fine	..10
Netherlands, 1896, 1 gulden	..08
Dom. Rep., 1891, 50c	..50

*Unused. Postage extra under 25c.

A. C. BATEMAN, Marseilles, Ill.

Snap Bargains in Stamps

100 varieties all fine	10c
100 " from 100 different countries	50c
100 " " " " " "	\$1.00
60 " U. S.	2c
15 va. U. S. entire envel., cat. \$1.15, only	35c
10 " " " " " " " "	unused, cat. \$1.19 45c

Postage value of this packet is 35c

50 " cat. value \$1.50, only	30c
100 " " " " " " " "	3.00, " 60c

Only a few packets at above prices; order now.

S. C. Smith, 336 So. Main St., Akron, O.

100 STAMPS 100

We will send you 100 mixed U. S. and foreign stamps cat. value over \$1 all this month for 10c, post paid. *Nashua Stp. Co.* 136 Foller St. Nashua N.H.

Mention the REALM when answering advs.

A XMAS PRESENT FREE

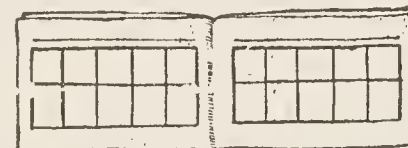
1000 Cuba 1c, 2c, 3c, 5c, 10c, 5 va. unused 25c. 1900 Cuba 10c orange, spec. del. unused 13c. Ecuador Jab. comp. 7 va., cat. \$1.25 unused 25c. 50 diff. form 5c. 1895 50c orange, 7c. 50 diff postmarks 10c. 50 U. S. 10c. 1000 Omega hinges 7c. Orders of 50c 1000 hinges free. Richmond Stp. Co., Richmond, Va.

BARGAINS IN STAMPS. If you are de-sirous of securing bargains in fine stamps commonest to the scarcest varieties, send for Bargain Lists of complete sets and single stamps, from 25 to 75 p.c. below cat. Lists free. On approval: fine lot Br. Colonies, used and unused at rock bottom prices.

L. N. HERBERT

1520 Washington Ave. NEW YORK

APPROVAL BOOKS



Superior to sheets. Just the things for your duplicates or to send out to

agents. Printed on fine paper and protected by stout, buff covers containing blanks for name, address, number and value of book. Each page holds 10 stamps. The book, which is made in three sizes, holding 40, 80 and 150 stamps, may be mailed in an ordinary envelope.

PRICE LIST OF BOOKS.	PER 12 BOOKS	PER 100
ALL POST FREE.		
No. 1. To hold 40 stamps.	\$0.10	\$0.60
No. 2. To hold 80 stamps.	.15	.90
No. 3. To hold 160 stamps.	.20	1.20

NOTE- These books are put up in packages, and we cannot sell less than 1 pkg. (12) of any size.



MIDGET Approval Sheets.

A great novelty. Nearly the size of a postal, printed on stiff, grayish paper, some ruled to hold ten stamps, others for one or more. All have blanks for number, ad-dress, value, etc. Just the things for sets or a single

rare specimen or several to fill a want list, etc. SET OF 40 SHEETS, 10 CENTS, POST FREE. We cannot break sets to sell a smaller number.

Fine postage & revenue

STAMPS on approval at 50 and 5 off

Geo. F. Titus, Norwalk, Ohio

A BIG OFFER

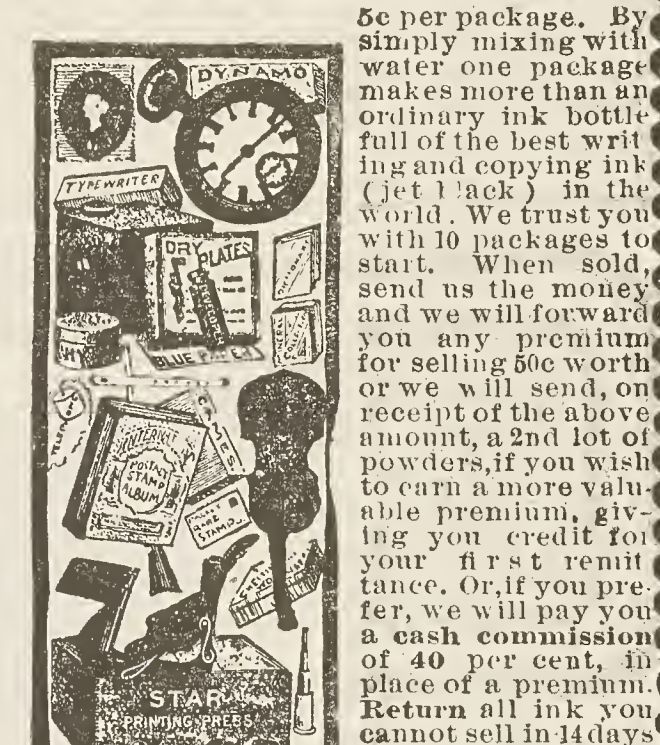


A BIG OFFER

A Free Offer of 25 CENTS

Is equivalent to the following proposition which we make you to-day. If you will send us the name and address of any reliable newsdealer in your town or neighborhood we will allow you for your trouble 25c towards a 35c yearly subscription to the REALM. That is, if you will send us the name and one dime, or 10c in unused stamps, we will send you, without any premiums, this paper for a whole year. Such an offer as this is not likely to last long, and as soon as this ad-vertisement is withdrawn the offer will re-main good no longer. Present subscribers may extend their subscriptions by remitting at once. Non-subscribers should embrace this opportunity to secure the REALM a whole year for only 10c, thus saving 25c by sub-scribing at once. Names of newsdealers in Boston and vicinity will not be accepted up-on these terms. Send other names at once to **A. BULLARD & COMPANY** 446 Tremont St., BOSTON, MASS.

FREE GIFTS for boys & girls, men and women



Giant Ink Powder to their friends at 5c per package. By simply mixing with water one package makes more than an ordinary ink bottle full of the best writing and copying ink (jet black) in the world. We trust you with 10 packages to start. When sold, send us the money and we will forward you any premium for selling 50c worth or we will send, on receipt of the above amount, a 2nd lot of powders, if you wish to earn a more valu-able premium, giv-ing you credit for your first remit-tance. Or, if you pre-fer, we will pay you a cash commission of 40 per cent. in place of a premium. Return all ink you cannot sell in 14 days. For selling 2 to 16 packages, we give rare collections of postage stamps and many other things. For selling 8 pcks, a stamp album to hold 2000 stamps; for selling 12 pcks, 1000 asst. foreign stamps; for 20, Scott's Catalogue; for selling 10, big stamp and story paper one year. For selling various amounts we give typewriters, presses, rifles, cam-eras, telescopes, musical instruments, books, chemical wonder boxes, mineral collections, dynamos, watches, tele-phones, etc. Send for our complete, ILLUSTRATED PREMIUM LIST of hundreds of choice gifts, and 10 pack-ages ink powder to sell. Address **THE FAY CHEMICAL COMPANY, BOX B2, STA. A, BOSTON, MASS.** For our reliability we refer you to the Editor of this paper.

HEW LOVE M REBUSES Charades Riddles Enigmas Etc.

A BOOK OF NEARLY ONE HUNDRED P.U.Z.Z.L.E.S

Finely illustrated, with correct answers given in back of book. This book will teach you how to read rebuses and other puzzles such as you see in the papers where prizes are offered for correct solutions. Series No. 18. Only 8c, post free.



A MILLION STAMPS

To be GIVEN AWAY for the addresses of collectors in your neighborhood. The more names, the more stamps. Send a 1c stamp for return postage. **A. BULLARD & Co.** 446 Tremont St., Boston, Mass

will be very extensive, and you will find that you compare very favorably with boys who have had much better chances for education than yourself. Console yourself with the thought that some of the best work in the world has been done under very trying circumstances.

Sir Walter Raleigh wrote his "History of the World" during his eleven years' imprisonment. And who knows but you during your years of work, when you would like to enjoy years of study and recreation, may be laying the foundation of some piece of work as great as any Sir Walter Raleigh ever did?—Detroit Free Press.

Harry Did as He Was Told.

A teacher who received as an addition to her primary school flock a small graduate from the kindergarten was impressing upon the new pupil the necessity of quiet movement about the room. "Now, Harry," she said, "go back to your seat and see how still you can come to the desk. Come up like a mouse," she finished by way of illustration.

Whereupon the small Harry returned to his place and dropping upon all fours came nimbly and silently, in true mouse fashion, through the aisle. The outburst of merriment, which neither scholars nor teacher could suppress, at this performance surprised and grieved the heart of the little kindergarten, who saw nothing unusual in it.—New York Times.

He'd Been Busy.

When Wesley was about three years old, a friend who had not seen him for some time greeted him with:

"Well, Wesley, what have you been doing since I saw you last?"
"Been growin'," was the rather unexpected answer.

The Children's Circus.

After the circus had passed through the town,
With its cages of beasts and painted clown,
The children neglected their toys and books,
And, secretly whispering in cozy nooks,
They planned and planned and planned.

Ted worked with paint pot and brush without pause,
While Marjorie sewed on tinsel and gauze;
Rob ran about with the hammer and strings;
From mamma they borrowed a thousand things
And worked and worked and worked.

Then they nailed up a sign where all might see;
The letters were large and in colors three:
"A Great Wild Show Percession at 9."
The children all stood in awestruck line
And gazed and gazed and gazed.



They placed in the orchard a great white tent,
With a sign that read, "Admishun One Sent."

Inside the bars (of a large dining chair)
Crouched Tommy the Lion, and from his lair
He growled and growled and growled.

At last down the path the procession filed
(The beasts were stubborn, but not very wild).

The dolls, for beauties, sat up proud and straight;

The goat, as a camel, with pompous gait
They urged and urged and urged.

Ted was a wild man, with hair in his eyes
And coat inside out (a perfect disguise);

A clown was Benny with red cheek and lip;
Ringmaster Tom flourished high boots and whip;
They marched and marched and march-

ed.
A drum and tin horn all their music made,
"Toot-a-toot, rub-a-rub" the tune they played;
The neighbors crowded at window and door;

They had never seen such a sight before;
They cheered and cheered and cheered.
—Edna A. Foster in Youth's Companion.

Ants as Gum Makers.

Walter Busse states that in east Africa practically all the excretion of gum is provoked by ants. They perforate the bark of the acacia in order to lay their eggs in the wood. The soft wood acacias generally show few wounds of this kind, but those of the hardwood species are riddled with them, each perforation being marked with a globule of gum. The ant makes no use of the gum. It is only an obstruction to her work, since it stops up the galleries she hollows out. Another species of ant, however, sometimes attacks the exuded gum before it has become completely hardened and gives it discoloration.

The Outer Part.

In the development of the fraction "one-third" in a primary class imaginary pies, bread and cakes galore had been divided into thirds, and the teacher gave the following problem:

"If Mary found a nest with six eggs in it and on the way to the house broke two of them, what part of her eggs would she break?"

The owner of a sparkling pair of eyes and fluttering hand was given permission to speak and said:

"The shells would be broken."

The merry ripple that ran around the class showed appreciation of the point.

Blowing the Feather.

This simple game makes no end of fun. The players seat themselves on the floor in the form of a hollow square and take hold of a sheet by the edges, raising it until it is just under their chins and keeping it taut in that position. It will thus be spread out on a level about eighteen inches above the floor.

One of the players is left out of the square, and after the sheet is spread he places on it a small feather, which the players in the square immediately begin to blow about in every direction. The outside player's task is to catch the feather either in front of or on some one in the square, and when he succeeds that player takes his place.

As the feather is blown here and there and the outside player rushes here and there after it the fun becomes uproarious, and then he finds his chance, for some one gets too weak from laughing to blow the feather at the right time, and he seizes it.

Would Be a Sight.

"Mamma," said a pretty four-year-old miss who had been watching her mother arranging her toilet preparatory to making a call, "when I det big like 'ou, will I pin more hair on my head an' put white 'tuff on my cheeks?"

"Yes, dear, I suppose so," replied the mother.

"Dwacious," exclaimed the little beauty, "won't I be a sight?"

Try This Riddle.

Why is a blind pig that has been slaughtered by a butcher with black whiskers whose second wife's mother's sister went around the corner a moment ago dressed in black silk and a last year's bonnet like a note written in green ink by the butcher's daughter to her chum who has been washing her hair every day since her father's house burned down?

postoffices in St. Croix admitted the use of 4c. postage stamps cut in half diagonally for the prepayment of postage, and such specimens are now selling for about 35c. each.

We hope to have the plates continuing our price list of the stamps of all nations ready for the next issue of the Realm, and to be able to continue it hereafter without another break in the order of its monthly appearance.

We are giving away
500 GAMES, TRICKS, PUZZLES, STORIES, RECIPE MANUAL ETC., ETC., FREE TO EACH PERSON. Not one game or one trick to each person, but an assortment of the above making **500 for each person**

and including—ILLUMINATED GAMES, such as Dominoes, Chess, Nine Men Morris, Fox and Geese, etc.; **Startling TRICKS of Sleight of Hand** for stage and parlor entertainment; **chapter of Conundrums**, the best you have ever seen; **PUZZLES**, with correct answers; **STORIES** for long evenings; **Recipe Manual** of trade secrets, telling how to make such articles as colored inks, glue, baking powder, bluing, paint, tooth powder, candy, etc. etc. One of these recipes originally sold for \$100.00. You have an opportunity to get rich making and selling the articles described here. Also some choice cooking recipes and **hundreds of other** useful and entertaining devices, including the magic age card; how to memorize dates and numbers by a wonderful discovery invaluable to teachers and scholars; deaf and dumb alphabet; some good experiments; etc., etc. Just think of it,

500 OF THE ABOVE FREE TO

500 EACH PERSON who sends only ten cents for a 3-months' trial subscription to our great paper for young and old. All we ask is that if you like the paper show it to your friends or speak a good word for us by way of an advertisement. This offer is to introduce ourselves to 100,000 new subscribers. If the above supply of games etc. become exhausted before you write to us, we will return your money. But we advise you to write at once to secure the above. ADDRESS—**REALM, Station A, Boston, Mass.**



The STAMP-REALM

A REGULAR MONTHLY SUPPLEMENT, CONTAINING THE LATEST STAMP NEWS OF THE WORLD



NEWS AND COMMENT.

The collecting of nothing but absolutely perfect specimens is as absurd an extreme as it would be to collect nothing but badly soiled, torn or heavily-cancelled specimens. The party who limited his collection to the latter would be diagnosed as a pure and simple monomaniac of the incurable type. Yet there are hundreds of collectors on the other hand who will not own a stamp slightly off centre, or if the specimen is unused, with a part of the gum removed from the back. If the stamp, although rare, is slightly torn, but so skilfully mended that it would pass, without close scrutiny, as a perfect specimen, it could never find a place in their collection even if it could be bought for a song or was presented to them. We fear that, aside from the good which may come from the competitive exhibitions held by the Brooklyn Institute in the interest of the young collector, the offering of prizes for stamps in such perfect condition, regardless of rarity, will have a bad effect on the beginner.

While a perfect specimen is always preferable to one defective in any respect, a poor specimen is better than not any at all. To those who cannot afford a whole loaf, a half loaf is better than none, as Crawford Capen, in the "American Journal of Philately" expresses it in such words as these:

"The modified and sensible view in relation to collecting, the one which exists most widely among collectors of the present, is to be satisfied with

the best possible specimens. Starting with this idea, one may build up a most valuable and perfect collection. The appearance in it of even a bad specimen of a stamp which is not obtainable in any other condition, is derogatory neither to the value nor the excellence of a collection. We may mention, for example, one of the best collections in this country where in may be found a badly damaged copy of the ten cent Baltimore stamp. There are only three specimens of this known and only one of them can be called perfect. The stamp in its ordinary condition, that is the condition of two out of three, is worth several thousands of dollars."

We wonder how much would be known today about ancient Greek art if archaeologists had destroyed every imperfect specimen of statuary or architecture when first excavated! But this again is only another way of impressing us with the real truth of the matter—that a half loaf is better than no loaf at all—a half stamp than no stamp.

A recent law in New South Wales prohibits further surcharges on postage stamps. Wishing to make an official set out of a current issue, the postal authorities have perforated the letters "O. S." on several values.

The philanthropic "Lend-a-Hand society" of Boston is wide awake to the interests which concern young men at the present time by starting a Lend-a-Hand Philatelic club in connection with other social and educational movements. The club is made up of

young men from 12 to 18 years old. Its objects are: First, to help some other fellows who need help; second, to help each other to collect stamps; third, to collect and exchange stamps for one's own collection. An innovation regarding dues is that all fees of the club are to be paid in stamps. Stamps received in this way will be sorted and sold by the club, and the proceeds used for philanthropic purposes.

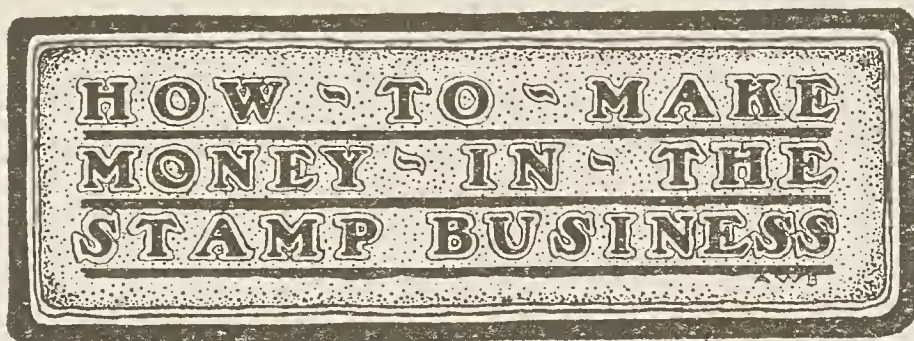
THE NEW U. S. STAMPS.

Since our last issue several new values of the 1902 series of United States stamps have appeared, the most artistic one, no doubt, being the 1c. value, which most of us have seen by this time. There seems to be some dissatisfaction with the 2c. stamp (about which we have already spoken) owing to the roughness of the engraving and an excess of ink used in the printing, and there is a rumor of calling in this value and making new plates. Up to the present, we have the following values to hand:

- 1c. green, Franklin.
- 2c. red, Washington.
- 3c. purple, Jackson.
- 4c. orange-brown, Grant.
- 5c., ultramarine, Lincoln.
- 8c. slate, Martha Washington.
- 10c. orange-brown, Webster.
- 13c. slate, Harrison.

The models for two of the high values represent Farragut on the \$1, and John Marshall on the \$5 stamp.

For the space of eight days only the



The value of the dealer's stock of stamps or other philatelic supplies does not depend solely upon catalogue values, but to a great extent upon the condition the stamps are in for placing on the market and quick disposal. If an order calls for a certain packet or variety of stamps which must be put up singly by picking the stamps out of various drawers, albums, and odd accumulations, much time is spent in the operation, and time is money.

To save time, packets and sets must be put up in as large quantities as possible, say twenty to one hundred of a kind, according to the value of the stamps and probable demand for them. The same can be said of approval sheets. Some dealers put up thousands of sheets all alike, having various consignments or series which they send out in rotation to their hundreds of agents. The advantages of this plan is not only the great saving of time in preparing the sheets, but also the opportunity of sending an agent the greatest possible variety of stamps without duplicates. As soon as consignment I. has been returned, consignment II. is next sent to the same agent, and so on. Small sets of stamps or varieties from any special country are placed on separate, small sheets or cards and sent, when requested, with the regular consignments.

One of the chief difficulties of carrying on a large stamp business which must be entrusted to several clerks, is in finding persons educated enough in things philatelic to do the work properly. Here is where the regular consignment plan works best. In five minutes a green hand can be taught how to put up the sheets without making a single mistake. Suppose the sheet contains 30 stamps in rows of 5, 6 rows to the sheet. Thirty small pasteboard boxes, say 2 inches square and 1½ inches deep, are arranged in a drawer in exactly the same order of the stamps on the sheet. These boxes hold the stamps which make up the consignment. Several hundred stamps, all of one kind, can be placed in a box. When larger quantities are required, larger boxes are used, and only two or three rows of boxes are kept in a drawer.

The drawers should not be too deep as it is easier to get at the stamps in a shallow drawer or tray. These trays are labelled and kept in the proper order, in a cabinet made for the purpose.

It is the custom with some dealers to send out two or three approval sheets of twenty-five or thirty stamps each to a single agent, while others use but one sheet holding fifty or sixty stamps. Where the regular-consignment plan is adopted, the large sheet of say 60 stamps is less confusing, and saves time in making entries on the books or cards.

After all the regular consignments have been sent out to an agent who continues to patronize the house, special sheets must be sent him which are put up with greater care and reference to the class of stamps he can handle to the best advantage. These stamps must first be sorted into countries, then priced by the catalogue, and then placed in boxes, all the 1c. stamps in a box by themselves, and the 2's in a box beside it, and so on, up to say 10c. or 25c. A 10c. box, a 12c, 15c., 18c., 20c. and 25c. box will do for the stamps priced from 10c. to 25c. All higher should be kept in envelopes or stock books.

The systematic way to price a large quantity of stamps is first to sort them out. The best method for

doing this is to buy at a printer's warehouse a full-size lower case type drawer. The compartments made to hold the various letters are so arranged in the drawer that the vowels and consonants used the most are given the most room and placed in that part of the case nearest the operator. The one who sells you the case will letter the boxes so that you can become familiar with the arrangement. Then sort all the stamps from countries commencing with A into the a box, with B into the b box, and so on. When this is done, sort all the stamps in the a box into the proper countries, such as Austria, Azores, Argentine Republic, etc., and then look them up in the catalogue. Do the same with the stamps in the b box, and so on through the alphabet. Stamps not to be priced are thrown out on the first sort. There is usually a box for torn stamps, another for miscellaneous stamps for cheap packets, and another for continentals. In pricing large quantities of stamps this method will save at least half the time.

In hinging stamps on approval sheets a hinge already bent should be used and the entire hinge moistened at one time. The hinge should then be placed on the sheet, and say a row of ten put on before the stamps are laid on top of the hinges. This is much easier than first sticking the hinge to the stamp and afterwards the stamp to the sheet. When somebody invents a machine to do the hinging, the process of putting up approval sheets will be mechanical throughout. The sheets are now not only ruled by machinery but the pricing is also done upon a printing press. The hinges are machine-made usually, but the work of sticking the stamp to the hinge and the hinge to the sheet is necessarily a slow, tedious process, which increases considerably the expenses of the business.

Stamps prepared to sell when compared to those received in bulk from the wholesaler or foreign correspondent, are like the manufactured article in comparison with the raw material used in making the same. This sorting and resorting, soaking, counting, hinging, pricing, etc., take much time and must be reckoned in to the selling price of the stamp if the dealer wishes to make a fair profit out of his business. System is the lubricating oil that will keep the machinery of his establishment in perfect running order. Without it, the work will go on slowly and the little profit will be eaten up in time lost. As the orders come in faster when the season is on, the business becomes congested, the machinery will not work, and there are unnecessary delays. The summer and early fall is a good time to plan out the work for the coming season and to make a place for everything. Then see that everything is kept in its proper place and the work will go on more rapidly and the profits will be larger.



NICARAGUA 1900

Nos. 551, 552, 553,
554, 555, 625, 626,

Unused, cut square, per set, 7 var. **20c.**
1900 adhes., 13 var., used, per set, **\$1.00**

FULTON ST'P CO.
105 West 42 St. . . . NEW YORK.

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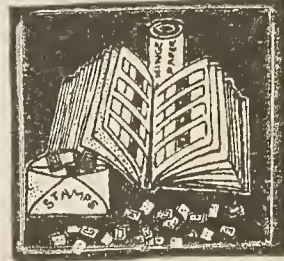
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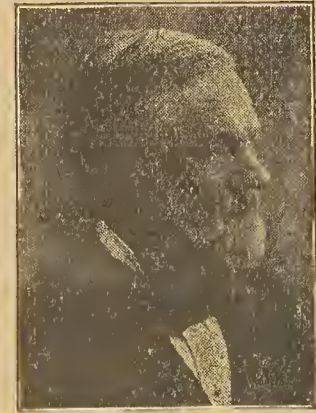
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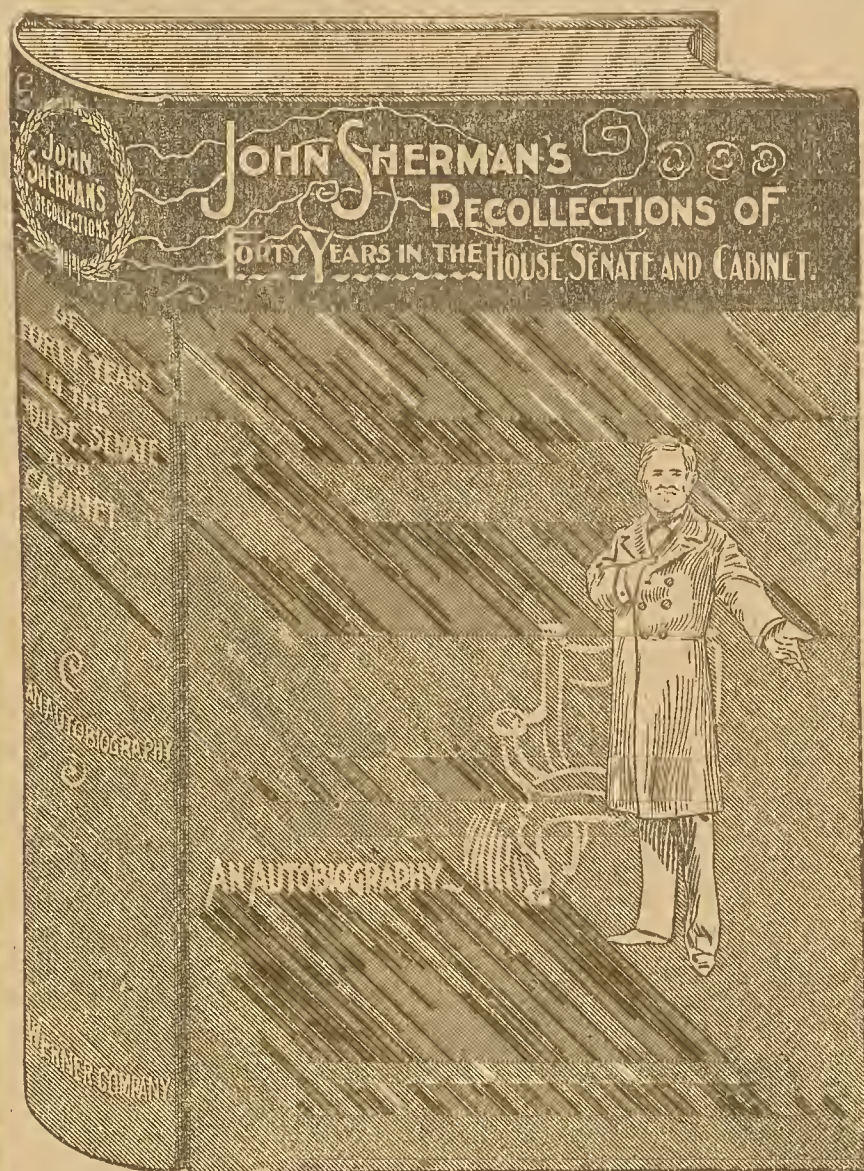
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